

Amendments to the Claims

This listing of claims will replace all prior versions, and listing, of claims in the application:

1. (Currently Amended) A computer-implemented method for conveying sales options comprising:

offering a plurality of telecommunications related products to a customer;

receiving a selection from said the customer;

determining an offering price for said the selection, employing a progressive discount and comprising the steps of:

accessing a predetermined pricing table having a product number, a

product base price, and a discount rate to determine a product price

wherein said the selection comprises at least one product; and

summing the product prices employing the formula

$$OP = \sum_{i=1}^n S_i P_i (1 - (A_j)_i) \quad \text{where:}$$

OP is the offering price;

i is the product number;

S_i is a switch that has a value of 1 if the ith product is selected, and a value of 0 if the ith product is not selected;

P_i is the base price of the ith product; and

A_j is the discount rate, where "j" represents the number of selected products; and

(A_j)_i is the discount rate for the ith product at the jth number of selected products; and

presenting said the offering price to said the customer.

2. (Currently Amended) The method of claim 1, wherein said the progressive discount comprises:

providing a greater discount upon selection of at least one of a greater number and a higher level of products.

- 3 - 4. (Cancelled)

5. (Currently Amended) The method of claim 1, further comprising:

receiving information about customer usage of said the plurality of products; and
recommending products based on received information about customer usage.

6. (Currently Amended) The method of claim 1, further comprising:

providing to said the customer, an incremental offering price of an upgrade to said the customer's selection.

7. (Currently Amended) The method of claim 1, further comprising:

providing an opportunity for said the customer to change said the selection;
if customer changes said the selection, receiving customer's changed selection;
determining an offering price for customer's changed selection; and
presenting said the offering price to said the customer.

8. (Currently Amended) Computer readable media for conveying sales options comprising:

a first set of instructions for presenting a plurality of telecommunications related products to a customer;

a second set of instructions for receiving a selection from said the customer;

a third set of instructions for determining an offering price for said the selection, employing a progressive discount and comprising;

accessing a predetermined pricing table having a product number, a product base price, and a discount rate to determine a product price wherein said the selection comprises at least one product; and summing the product prices employing the formula

$$OP = \sum_{i=1}^n S_i P_i (1 - (A_j)_h) \text{ where:}$$

OP is the offering price;

i is the product number;

S_i is a switch that has a value of 1 if the i^{th} product is selected, and a value of 0 if the i^{th} product is not selected;

P_i is the base price of the i^{th} product; and

A_j is the discount rate, where "j" represents the number of selected products; and

$(A_j)_h$ is the discount rate for the i^{th} product at the j^{th} number of selected products; and

a fourth set of instructions for presenting said the offering price to said the customer.

9. (Currently Amended) The computer readable media of claim 8, wherein said the progressive discount comprises:

providing a greater discount upon selection of at least one of a greater number and a higher level of products.

10. (Currently Amended) The computer readable media of claim 8, further comprising:

a fifth set of instructions for receiving information about customer usage of said the plurality of products; and

a sixth set of instructions for recommending products based on received information about customer usage.

11. (Currently Amended) The computer readable media of claim 8, further comprising:

a seventh set of instructions for providing to said the customer, an incremental offering price of an upgrade to said the customer's selection.

12. (Currently Amended) The computer readable media of claim 8, further comprising:

an eighth set of instructions for providing an opportunity for said the customer to change said the selection.

13. (Withdrawn) A system for conveying sales options comprising:

computer readable media comprising:

a first set of instructions for presenting a plurality of telecommunications related products to a customer;

a second set of instructions for receiving a selection from said customer;

a third set of instructions for determining an offering price for said selection, employing a progressive discount; and

a fourth set of instructions for presenting said offering price.

a computer in communication with said computer readable media;

a telephone; and

a telephone operator, wherein said operator obtains customer's product selections, and conveys said offering price.

14. (Withdrawn) The system of claim 13, wherein said progressive discount comprises:

providing a greater discount upon selection of at least one of a greater number and a higher level of products.

15. (Withdrawn) The computer readable media of claim 13, further comprising:

a fifth set of instructions for receiving information about customer usage of said plurality of products; and

a sixth set of instructions for recommending products based on received information about customer usage.

16. (Withdrawn) The computer readable media of claim 13, further comprising:

a seventh set of instructions for providing to said customer, an incremental offering price of an upgrade to said customer's selection.

17. (Withdrawn) The computer readable media of claim 13, further comprising:
an eighth set of instructions for providing an opportunity for said customer to change said selection.
18. (Withdrawn) A system for conveying sales options comprising:
computer readable media comprising:
a first set of instructions for presenting a plurality of telecommunications related products to a customer,
a second set of instructions for receiving a selection from said customer;
a third set of instructions for determining an offering price for said selection, employing a progressive discount, and
a fourth set of instructions for presenting said offering price;
a computer in communication with said computer readable media; and
a kiosk comprising said computer and an interface for public interaction.
19. (Withdrawn) The system of claim 18, wherein said progressive discount comprises:
providing a greater discount upon selection of at least one of a greater number and a higher level of products.
20. (Withdrawn) The computer readable media of claim 18, further comprising:
a fifth set of instructions for receiving information about customer usage of said plurality of products; and
a sixth set of instructions for recommending products based on received information about customer usage.

21. (Withdrawn) The computer readable media of claim 18, further comprising:
a seventh set of instructions for providing to said customer, an incremental offering price of an upgrade to said customer's selection.
22. (Withdrawn) The computer readable media of claim 18, further comprising:
an eighth set of instructions for providing an opportunity for said customer to change said selection.